

Message Text

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TO USMISSION EC BRUSSELS

INFO AMEMBASSY TOKYO

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EC BRUSSELS FOR R. G. BRADLEY, AEC SENIOR SCI REP

TOKYO FOR G. F. HELFRICH, AEC SCI REP

E. O. 11652 N/ A

TAGS: IAEA TECH

SUBJ: CONSIDERATIONS PERTAINING TO NEW TOLL ENRICHMENT CONTRACTS

REF: EC BRUSSELS 2681

1. USAEC AIRMAILED COPIES OF NEW DRAFT CONTRACTS TO PRESENT AND POTENTIAL ENRICHMENT CUSTOMERS AND TO SUCH OTHER INTERESTED ORGANIZATIONS AS COULD BE IDENTIFIED ON MAY 17, 1973. AS DISCUSSED RECENT HOYLE/ BRADLEY TELECON, IN ADDITION TO DIRECT AEC MAILING TO EUROPEAN SEMINAR INVITEES LISTED EC BRUSSELS 2643, 20 COPIES CONTRACT PACKAGE SENT AIR APO TO MISSION FOR APPROPRIATE DISTRIBUTION TO EURATOM OFFICIALS. WHILE WE EXPECT SEMINAR ATTENDEES MAY EXPRESS INFORMAL COMMENTS ON NEW CONTRACTS, WE AGREE WITH AEC BRUSSELS THAT MAIN PURPOSE OF SEMINARS WILL UNCLASSIFIED

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BE TO PERMIT AEC REPS TO EXPLAIN NEW AEC CONTRACTS AND CONTRACTING POLICY TO OVERSEAS CUSTOMER REPRESENTATIVES AND THAT ANY SUBSTANTIVE DEVIATION FROM THAT PURPOSE WOULD DILUTE POTENTIAL EFFECT OF SEMINARS; THAT IS TO MINIMIZE NECESSITY FOR LENGTHY CONTRACT DISCUSSIONS BETWEEN AEC AND INDIVIDUAL CUSTOMERS.

HOWEVER, WE ARE HOPEFUL THAT EXPLANATION GIVEN DURING SEMINARS AND RESULTANT BETTER UNDERSTANDING WILL REDUCE SUBSEQUENT SPECIFIC CONTRACT COMMENTS.

2. AEC STAFF RECOGNIZES THAT SOME CUSTOMERS, INCLUDING SEVERAL FROM JAPAN, MAY CONTINUE INSIST ON LENGTHY DISCUSSIONS ON EACH INDIVIDUAL CONTRACT THAT THEY ENTER INTO AND WE ARE, OF COURSE, PREPARED TO DO SO. HOWEVER, OUR PAST EXPERIENCE IN DISCUSSIONS WITH UTILITY NEGOTIATING TEAMS INDICATES THAT THEIR ABILITY TO MAKE "CREDIBLE" PRESENTATIONS TO THEIR MANAGERMENTS RECOMMENDING EXECUTION STANDARD AEC CONTRACTS WITH ONLY OPTICAL CHANGES HAS BEEN BASED TO CONSIDERABLE EXTENT ON PRIOR AND REPETITIVE STATEMENTS BY AEC OFFICIALS AT ALL LEVELS THAT NO SUBSTANTIVE CHANGES IN STANDARD CONTRACTS ARE PERMISSIBLE. THUS, WHILE WE AGREE WITH AEC BRUSSELS THAT AEC SHOULD BE VERY FORTHCOMING AND COOPERATIVE IN ATTEMPTING TO DISCUSS ALL ASPECTS OF CONTRACTS AND NEW POLICIES WITH POTENTIAL CUSTOMERS, WE BELIEVE IT IS ESSENTIAL, GIVEN THE LARGE NUMBER OF CONTRACTS TO BE CONCLUDED WITHIN THE NEXT FY, THAT WE CONTINUE TO IMPRESS POTENTIAL CUSTOMERS WITH THE FACT THAT THE AEC DOES NOT INTEND TO DEPART SUBSTANTIVELY FROM STANDARD CONTRACT, AS FINALLY DEVELOPED, EXCEPT UNDER UNUSUAL CIRCUMSTANCES IN WHICH THE COMMISSION DETERMINES IT IN U. S. INTEREST TO NEGOTIATE SPECIAL ARRANGEMENTS (E. G., ADVANCE SALE AND OFFSET ARRANGEMENTS).
PORTER

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